

Fundamentals of Trade Services, Trade Finance, SCF & Guarantee

Introduction of various payment methods, trade cycle, working capital requirement & financing, various guarantee instruments, plain vanilla trade finance & supply chain finance

The one & only, with practical knowledge, multiple case studies, use cases and real world roleplay!

24 - 25 February 2026



Ashley Tanah Abang atau setara



08.00 - 17.00 WIB



Who can gain enormous insight, knowledge, best practice, use cases and technical skill from the training :
Trade finance sales, product & clients service, Cash management sales, product & client service, Transaction banking team, Relationship manager within large corporate, state-owned enterprise, multinational companies, small and medium enterprises, Branch Manager, Area Manager & Regional Manager, Audit, Compliance & Internal Control

Investment fee : IDR 10 mio/pax (exclude PPN)
Including 2 days comprehensive training, hard & soft copy of training material, training certificate.

Since 2015, Alta Perfecto has been trusted by these companies



Join this comprehensive yet easy to understand training delivered by **15+ years of hands-on experiences wholesale transaction bankers** who had work with HSBC in South East Asia (Indonesia) & Middle East (Qatar) and learn the following :

- **Understand** 4 out of 6 of the main concept of wholesale transaction banking. Master the main and crucial principle of trade services, trade finance, supply chain finance & guarantee
- **Understand** various and different corporate objectives related to bank products & solution
- **Master** different types of payment methods used in international & domestic trade, step by step mechanism of advance payment, open account, documentary collection & letter of credit with examples of transaction, documents and various case studies
- **Learn & understand** the interaction between payment methods, trade cycle, working capital requirement & different approach of facilities
- **Know & understand** various trade finance & supply chain finance solution : buyer & seller financing, pre & post-shipment, with & without recourse and differences of limit booking
- **Know & understand** various guarantee solution : bank garansi, demand guarantee & SBLC

Day 1

- Overview wholesale transaction banking concept and its connection with various corporate objectives
- Main concept of wholesale transaction banking : trade services, trade finance, supply chain finance and guarantee
- Fundamentals of trade services & trade finance : payment methods for international & domestic trade, trade cycle & working capital requirement
- Detailed step-by-step of all payment method (advance payment, open account, documentary collection and letter of credit), including examples of transaction & documents used in transactions
- Various trade services solution :
 - Buyer side : inward documentary collection, D/A avalization, LC & SKBDN issuance
 - Seller side : outward documentary collection, LC & SKBDN advising and collection, confirmation of LC
- Special types of LC : SKBDN, standby LC, revolving, instalment, mixed payment, red clause, transferable & back to back
- **Case study, discussion & presentation I**
- Traditional lending (KMK & PRK) vs trade finance products : differences, benefit, challenges and risk
- Various trade finance solution :
 - Purpose of financing, background, features , terms & conditions and step by step mechanism of products
 - Buyer and seller financing
 - Pre and post shipment financing
 - With and without recourse financing
 - Customer and bank limit booking
- **Case study, discussion & presentation II**

Day 2

- Various supply chain finance solution
 - Background of supply chain finance solution from banks and various needs from the customers
 - Differences between trade finance, supply chain finance & traditional lending
 - Purpose of financing, features , terms & conditions and step by step mechanism of products
 - Anchor with supplier solution : supplier finance & payable finance
 - Anchor with buyer solution : receivable finance & distributor finance
 - Different limit booking on anchor or on their supplier or buyer
 - Different recourse status : with & without
- **Case study, discussion & presentation III**
- Various guarantee solution
 - Background of guarantee requirement by corporates and various guarantee solution provided by bank
 - Understanding different characteristics between bank garansi, demand guarantee & standby letter of credit
 - Dependent and independent principle within guarantee transaction
 - Purpose of guarantee issuance : tender, performance, advance payment, payment, maintenance, retention, shipping guarantee, custom, collateral for facility, counter guarantee etc.
 - Various guarantee features, terms & conditions and step by step mechanism from issuance, advising, claim & payment
- **Case study, discussion & presentation IV**

He gained technical, leadership dan strategic capabilities as product dan business development manager. During his full time career in banking he had worked with HSBC in two different market region South East Asia (Indonesia) dan Middle East (Qatar), also he had worked with a state-owned bank (Bank Mandiri) and a local bank (Bank Mega).

